



TOUCLABRobotics
GIVING ROBOTS THE POWER OF HUMAN TOUCH

Our Story

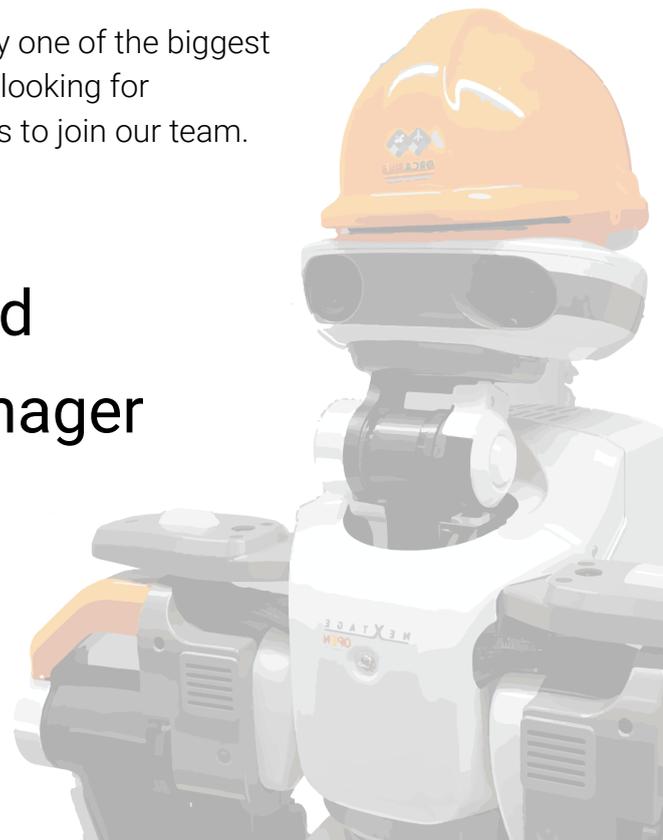
The biggest barrier to mass robot adoption is their inability to feel the world around them – Touchlab is changing this.

We have developed a truly biomimetic e-skin technology, which allows robots to roll pens, detect slip and compensate for this, and even identify objects through touch alone. This innovation allows us to push the boundaries of what's possible in robotics.

We are applying it to grand challenges that benefit existing and unrealised markets including dexterous grasping automation, reducing infection transmission in hospitals, and nuclear decommissioning. We are also proud to be one of the only 20 finalist teams in the \$10 million global ANA Avatar XPrize competition, enabling teleoperated robot Avatars. Our work is enabling operators to experience true presence through a machine, allowing them to speak, hear, see, feel and touch, from a remote location hundreds of kilometres away.

After recently raising a \$4.8 million Seed Round led by one of the biggest deep-tech VC's in Europe (Octopus Ventures), we are looking for hardworking, highly original, and ambitious individuals to join our team.

Position: Commercial Lead
/ Business Development Manager



The Role

This is a crucial role in contributing towards the growth and impact of Touchlab and our technology in the world. You will join a hands-on and passionate team selling to clients across a wide range of sectors, from the world's largest retailers to the Sellafield nuclear decommissioning site. You will be responsible for all things commercial, from strategic planning, to negotiating large-scale contracts.

As part of Touchlab you should have excellent collaboration and communication skills as well as the independence to manage and organise your own time while working remotely. You will need to be able to balance work and travel when visiting customer Headquarters in England, the US, and elsewhere. The successful candidate will be able to show a track record of significantly growing revenue in a previous role, ideally in a company that also contains a hardware element.

What You'll Do

- Take full ownership of all commercial operations of the business, from the sales pipeline to marketing strategy.
- Grow and manage a team of commercial associates to meet strategic goals of the company.
- Maintain responsibility for the full sales cycle, from initial contact, to pitching and closing.
- Outline commercial strategy and KPIs, including sales and marketing targets.
- Work alongside the leadership team to ensure the commercial strategy is aligned with business objectives.
- Proactively develop and maintain a network of client relationships that will enable a strong, consistent pipeline for conversion into sales.
- Create development plans for international clients, from initial interest to full deployment of Touchlab's technology at scales of 10s-10,000s of units.
- Negotiate and agree contracts with large-scale clients in order to meet Revenue KPI's and deploy Touchlab's technology.

In the first 3 months....

- You will have built a thorough understanding of the product offering, and begun establishing a solid relationship with existing clients
- Produced a clear first draft of the sales strategy for the next 6-12 months
- Leveraged your existing network to facilitate new relationships with 10+ potential customers

In the first 6 months....

- Built on relationships with existing customers, resulting in sales of 100+ sensors.
- Closed at least one robotics solution deal with an existing customer.
- Sourced and closed at least one robotics solution deal with a new client.

In the first 12 months....

- Lead and grow the sales function, having defined and hired at least 2 new team members
- Produced and begun implementing a clearly defined sales and GTM strategy playbook
- Negotiated multi-year contracts with at least two clients (existing or new), amounting to £1m+ ARR

About You

Essential Skills & Experience:

- Proven experience in a role leading commercial/sales strategy and output for a quickly scaling business and/or SME
- Extensive experience owning relationships with large international organisations
- Significant experience in writing contracts and leading negotiations
- Experience in defining commercial strategy, and evidence of successfully delivering on this whilst scaling.
- Experience in at least two of the following key areas:
 - Managing and hiring a sales team
 - Product Pricing strategy
 - Structuring and planning deployments/resources
 - Scoping and planning non-repeatable engineering costs (mainly hardware)

Highly Beneficial Skills & Experience:

- Basic technical knowledge in robotics and/or hardware.
- Experience in at least one of the following industries: Retail, Healthcare or Nuclear
- Degree in a relevant technical field

Why should you apply?

- Alongside passionate, driven people, you'll be able to work on truly exciting and groundbreaking projects - not many people can say they work with robot avatars!
- You want to have an impact in ways you've never had before ... we're a small, dynamic company with huge opportunities to grow, take ownership and make a difference.
- Flexible working and a blended approach to office and WFH – we trust our team to put in the work regardless of where they are working
- Our office kitchen is always stocked with snacks, coffee and beer. We'll always keep you fed and watered!
- Unique Company trips → XPrize finals in Southern California pique your interest?
- Free company events, from movie nights to Castle Parties!

Our Interview Process

Following an initial application, successful candidates will be assessed by a multiple person committee across two interviews. The sessions will cover the candidate's ability to be successful in the role, whether there is a company-value-fit, and whether the applicant will add to our existing culture.

Our interview committee will incorporate a range of people from the team, including those from the relevant department. Any decisions made by the members of the committee will always be backed up by data from the interview, not hunches. In doing so, we are working hard to create the fairest interview process possible.

In Touchlab we don't only look at your job title, we want you to have a great time – because this is the only way of being motivated to build the coolest tech. We believe the best team members are smart and independent. We have multiple projects running at the same time, so get to know the people, the tasks and decide where you can contribute the most. If we offer you a job, we know you have expertise that is valuable for the company and the future of robotics. We are here to hear your ideas that will shape the future of Touchlab.

**If you are interested in working with us, get in touch.
Email info@touchlab.io including your CV and Introduction**

Visa sponsorship is available for overseas skilled workers.

We are an Equal Employment Opportunity (EEO) employer and do not discriminate on the basis of race, colour, national origin, religion, gender, age, veteran status, political affiliation, sexual orientation, marital status or disability.